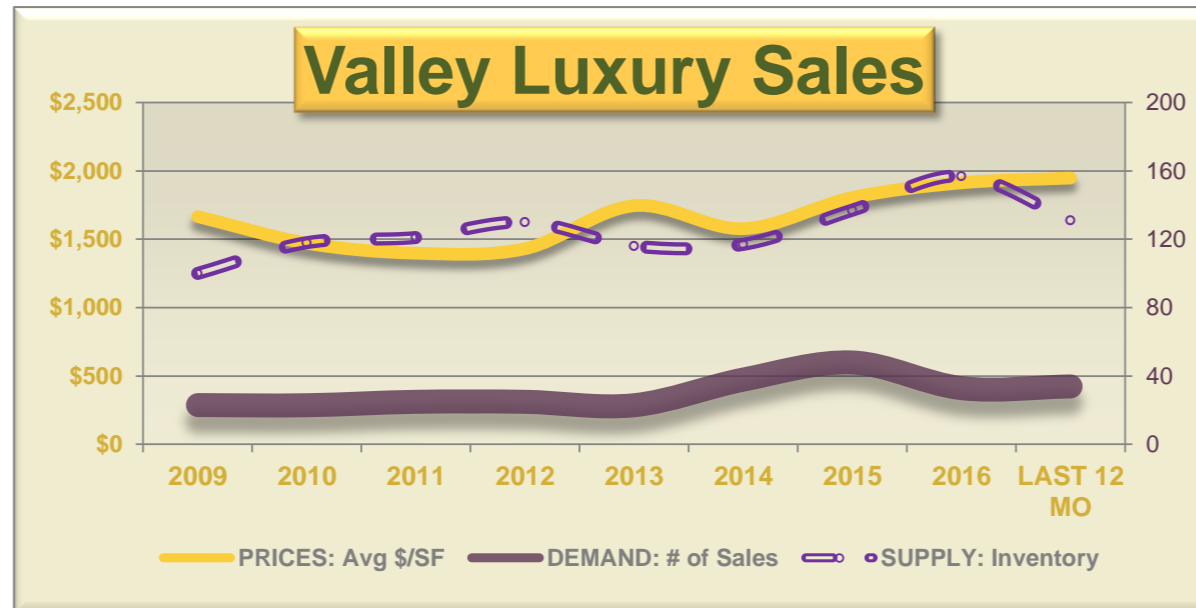




'Luxury' is defined as property priced over \$7.5 million, nearly always limited to single family homes or ranches.



<p>Inventory 131</p> <p style="text-align: center;">-10% </p> <p style="text-align: center;">from Apr 2016: 146</p> <p>Current Avg. Asking Price: \$16,001,962</p>	<p>Avg Sales Price/SF \$1,948</p> <p style="text-align: center;">7% </p> <p style="text-align: center;">from Apr 2016: \$1,822</p> <p>Current Avg. Asking Price/SF: \$2,436</p>	<p>Sales Last 12 Mo 34</p> <p style="text-align: center;">-19.0% </p> <p style="text-align: center;">from Apr 2016: 42</p> <p>Average Sold Price: \$13,962,600 Median Sold Price: \$14,217,500</p>
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total luxury sales

	inventory		pending			closed		2016	2015	2014	2013
	at 04/30/2017	at 04/30/2017	last 12 mo	change	prev 12 mo	2017 YTD	2016 YTD				
Number	131	22	34	-19%	42	10	9	33	48	38	23
Dollar Volume	\$2,096,256,999	\$252,420,000	\$412,047,488	-15%	\$486,664,288	#####	\$81,975,455	\$354,396,943	\$611,035,833	\$458,717,886	\$320,643,000
Avg Price/SF	\$2,436	\$2,398	\$1,948	7%	\$1,822	\$2,037	\$1,916	\$1,913	\$1,806	\$1,578	\$1,746
Avg Price Paid			\$12,119,044	5%	\$11,587,245	\$13,962,600	\$9,108,384	\$10,739,301	\$12,729,913	\$12,071,523	\$13,941,000
Lowest Selling Price			\$7,500,000	0%	\$7,500,000	\$7,650,000	\$7,500,000	\$7,500,000	\$7,500,000	\$7,500,000	\$7,500,000
Highest Selling Price			\$30,000,000	2%	\$29,500,000	\$30,000,000	\$15,000,000	\$24,000,000	\$29,500,000	\$26,000,000	\$44,000,000
Avg Asking Price	\$16,001,962	\$11,473,636	\$13,989,824	5%	\$13,279,905	\$16,760,000	\$10,348,778	\$12,157,364	\$15,176,083	\$13,298,989	\$15,951,304
Lowest Asking Price	\$7,725,000	\$8,500,000	\$7,800,000	4%	\$7,500,000	\$7,800,000	\$8,250,000	\$7,975,000	\$7,500,000	\$7,750,000	\$7,595,000
Highest Asking Price	\$50,000,000	\$21,500,000	\$36,500,000	-26%	\$49,500,000	\$36,500,000	\$15,000,000	\$24,500,000	\$49,500,000	\$29,900,000	\$50,000,000
Avg Ask/Sold Discount			11.5%	0.17	9.8%	12.6%	11.5%	11.2%	11.6%	9.1%	11.5%
Avg Days on Market	421	454	376	25%	300	683	306	263	303	303	414

current luxury property report



aspen

	inventory		closed			closed					
	at 04/30/2017	at 04/30/2017	last 12 mo	change	prev 12 mo	2017 YTD	2016 YTD	2016	2015	2014	2013
Number	92	20	28	-22%	36	8	6	26	42	36	19
Dollar Volume	\$1,531,296,999	\$231,520,000	\$355,592,488	-18%	\$432,014,288	#####	\$58,825,455	\$291,491,943	\$530,535,833	\$441,317,886	\$231,912,500
Avg Price/SF	\$2,750	\$2,469	\$1,768	-3%	\$1,822	\$2,116	\$2,238	\$1,749	\$1,777	\$1,585	\$1,601
Avg Price Paid			\$12,699,732	6%	\$12,000,397	\$15,365,750	\$9,804,243	\$11,211,229	\$12,631,806	\$12,258,830	\$12,205,921
Lowest Selling Price			\$7,500,000	0%	\$7,500,000	\$7,700,000	\$8,000,000	\$7,500,000	\$7,500,000	\$7,500,000	\$7,500,000
Highest Selling Price			\$30,000,000	2%	\$29,500,000	\$30,000,000	\$15,000,000	\$24,000,000	\$29,500,000	\$26,000,000	\$27,000,000
Avg Asking Price	\$16,644,533	\$11,576,000	\$14,319,786	4%	\$13,790,444	\$18,325,000	\$11,164,833	\$12,359,346	\$14,563,262	\$13,485,044	\$14,238,684
Lowest Asking Price	\$7,725,000	\$8,500,000	\$7,800,000	4%	\$7,500,000	\$7,800,000	\$8,499,000	\$7,975,000	\$7,500,000	\$7,750,000	\$7,595,000
Highest Asking Price	\$50,000,000	\$21,500,000	\$36,500,000	-26%	\$49,500,000	\$36,500,000	\$15,000,000	\$24,500,000	\$49,500,000	\$29,900,000	\$33,500,000
Avg Ask/Sold Discount			9.0%	-0.08	9.7%	11.1%	11.6%	9.0%	10.4%	8.9%	12.4%
Avg Days on Market	359	464	339	18%	288	564	211	240	295	300	392

snowmass village

	inventory		closed			closed					
	at 04/30/2017	at 04/30/2017	last 12 mo	change	prev 12 mo	2017 YTD	2016 YTD	2016	2015	2014	2013
Number	24	2	3	-50%	6	2	3	4	4	2	3
Dollar Volume	\$320,825,000	\$20,900,000	\$27,295,000	-50%	\$54,650,000	\$16,700,000	\$23,150,000	\$33,745,000	\$39,850,000	\$17,400,000	\$61,730,500
Avg Price/SF	\$1,713	\$1,682	\$1,628	-11%	\$1,822	\$1,406	\$1,380	\$1,498	\$2,043	\$1,459	\$1,468
Avg Price Paid			\$9,098,333	0%	\$9,108,333	\$8,350,000	\$7,716,667	\$8,436,250	\$9,962,500	\$8,700,000	\$20,576,833
Lowest Selling Price			\$7,650,000	2%	\$7,500,000	\$7,650,000	\$7,500,000	\$7,500,000	\$7,800,000	\$8,600,000	\$8,575,000
Highest Selling Price			\$10,595,000	-12%	\$12,000,000	\$9,050,000	\$8,100,000	\$10,595,000	\$12,000,000	\$8,800,000	\$44,000,000
Avg Asking Price	\$13,367,708	\$10,450,000	\$11,300,000	11%	\$10,216,667	\$10,500,000	\$8,716,667	\$9,762,500	\$11,036,250	\$9,950,000	\$23,115,000
Lowest Asking Price	\$7,795,000	\$9,950,000	\$8,500,000	3%	\$8,250,000	\$8,500,000	\$8,250,000	\$8,250,000	\$8,250,000	\$9,950,000	\$9,450,000
Highest Asking Price	\$35,000,000	\$10,950,000	\$12,900,000	-13%	\$14,900,000	\$12,500,000	\$9,500,000	\$12,900,000	\$14,900,000	\$9,950,000	\$50,000,000
Avg Ask/Sold Discount			18.5%	0.82	10.1%	18.8%	11.3%	13.0%	8.5%	12.6%	9.6%
Avg Days on Market	485	350	824	121%	373	1160	494	409	246	356	692

rural

	inventory		closed			closed					
	at 04/30/2017	at 04/30/2017	last 12 mo	change	prev 12 mo	2017 YTD	2016 YTD	2016	2015	2014	2013
Number	15	0	3		0	0	0	3	2	0	1
Dollar Volume	\$244,135,000	\$0	\$29,160,000		\$0	\$0	\$0	\$29,160,000	\$40,650,000	\$0	\$27,000,000
Avg Price/SF	\$1,375	\$0	\$3,723		\$0	\$0	\$0	\$3,723	\$1,913	\$0	\$5,326
Avg Price Paid			\$9,720,000		\$0	\$0	\$0	\$9,720,000	\$20,325,000	\$0	\$27,000,000
Lowest Selling Price			\$7,500,000		\$0	\$0	\$0	\$7,500,000	\$17,150,000	\$0	\$27,000,000
Highest Selling Price			\$13,410,000		\$0	\$0	\$0	\$13,410,000	\$23,500,000	\$0	\$27,000,000
Avg Asking Price	\$16,275,667	\$0	\$13,600,000		\$0	\$0	\$0	\$13,600,000	\$36,325,000	\$0	\$27,000,000
Lowest Asking Price	\$39,900,000	\$0	\$9,900,000		\$0	\$0	\$0	\$9,900,000	\$32,750,000	\$0	\$27,000,000
Highest Asking Price	\$7,895,000	\$0	\$17,000,000		\$0	\$0	\$0	\$17,000,000	\$39,900,000	\$0	\$27,000,000
Avg Ask/Sold Discount			29.8%		0.0%	0.0%	0.0%	27.9%	42.6%	0.0%	0.0%
Avg Days on Market	697	0	269		0	0	0	269	573	0	0